

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 XMB-02 CIAE-00 INR-07 NSAE-00

TRSE-00 L-02 PM-03 MC-02 ACDA-05 SAJ-01 SS-15 NSC-05

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R 110941Z MAR 75

FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 1948

INFO USDOC WASHDC

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AMEMBASSY LONDON

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STATE PASS EXIMBANK FOR WIGG

E.O. 11652: N/A

TAGS: ETRD, EAIR, RO

SUBJ: SALE OF MEDIUM RANGE JETS TO ROMANIA-STATUS REPORT

REF: BUCH 0191

1. BAC HAS NOT YET WRAPPED UP AIRCRAFT CONTRACT, BUT SIGNS
KEEP POINTING IN THAT DIRECTION. AT THIS STAGE, NEITHER BOEING
NOR MCDONNELL DOUGLAS ARE DIRECTLY CONTESTING BAC OFFER.
DOUGLAS MADE FINAL OFFER ORALLY IN JANUARY BUT OWING TO LACK
OF FAVORABLE GOR RESPONSE DID NOT PRESENT WRITTEN PROPOSAL.
DOUGLAS SUBSEQUENTLY HAS NOT BEEN ACTIVELY PURSUING CONTRACT
ALTHOUGH IT HAS KEPT IN TOUCH WITH EMBASSY. BOEING HAS CHOSEN
NOT TO COMPETE WITH BAC DIRECTLY, INSTEAD IS OFFERING TWO BOEING
727S AS SUPPLEMENT TO ROMANIAN PURCHASE OF BAC-111S. BOEING
TEAM HEADED BY VP FOR INTERNATIONAL AFFAIRS KENNETH LUPLOW
FORMALLY PRESENTED PROPOSAL WEEK OF FEBRUARY 24 TO FOREIGN
TRADE AND AVIATION OFFICIALS. GOR ASKED FOR TIME TO STUDY OFFER.

2. IN MEETING WITH FOREIGN TRADE MINISTER-STATE SECRETARY

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NICOLAE NICOLAE MARCH 6, AMABASSADOR ASKED ABOUT STATUS OF AIR-

CRAFT DEAL. NICOLAE CONFIRMED CONTRACT WITH BAC NOT SIGNED BUT
SOUNDED PESSIMISTIC ON BOEING'S CHANCES TO SELL 727S, NOTING

THAT PRICE HAD NOT BEEN LOWERED FROM PREVIOUS OFFER. HOWEVER,
HE RAISED POSSIBILITY OF GOR BUYING TWO CARGO 707S TO FERRY
FRESH FRUIT, VEGETABLES AND MEAT TO IRAN AND ARAB COUNTRIES.
(WE KNOW GOR IS CONSIDERING CHARTERING AIRCRAFT FOR THIS PURPOSE.)
NICOLAE SAID THIS POSSIBILITY HAD BEEN DISCUSSED WITH BOEING,
BUT BOEING REPS DID NOT MENTION IT TO EMBASSY.

3. MEANWHILE, BRITISH EMBASSY SOURCE SAYS BAC NEGOTIATIONS WITH
GOR ARE PROGRESSING BUT NOT WITHOUT DIFFICULTY. DISAGREEMENT
Arose, FOR EXAMPLE, WITH REGARD TO PRICING SPARE PARTS AND COMPONENTS
TO BE MANUFACTURED IN ROMANIA.
BARNES

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